BEST VALUE AND SOURCE SELECTION

- PRESENTER:

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BEST VALUE SELECTION

- BENEFITS
- SOURCE SELECTION METHODOLOGY
- BEST PRACTICES
- QUAGMIRES
- RESOURCE MATERIALS

Source Selection Benefits

- Yields Best Value
- Tradeoffs
- Risk Mitigation
- More analysis for past performance
- Performance more likely achieved
- Price/Cost must be considered

BEST VALUE METHODOLOGY

- Source Selection Plan
- Outcome Performance Based
- Source Selection Teams
- Importance of Non-disclosure
- Link to Evaluation Criteria
- Factors include technical, key management personnel, price/cost, past performance, quality assurance surveillance plan, environmental, etc.

BEST PRACTICES

- Acquisition Planning
- Market Research
- Source Selection Plan Approval
- Proper Teaming (skills, personality & experience)
- Roles and Responsibilities
- Ethics Training and Non-Disclosure
- Synopsis and Draft Solicitation
- Evaluation Criteria analysis and documentation

SOURCE SELECTION QUAGMIRES

- Deviation from the Plan
- Technical Leveling and Transfusion
- Non-Factual Analysis
- Ambiguities, Omissions and Contradictions
- Communications between Technical Personnel and Potential Sources
- Insufficient Documentation
- Numerical Scoring and Poor Trade-Off Analysis
- Limiting Innovation for Potential Contractors

Resource Materials

- *Source Selection Answer Book* (Second Edition) by Vernon J. Edwards Management Concepts, Inc. 8230 Leesbug Pike Suite, 800 Vienna, VA 22182 (703) 790-9595
- National Contract Management Association
- Defense Acquisition University *https://akss.dau.mil/docs*
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